

Economic Development Working Group

Friday, March 31, 2017

MEMBERS PRESENT:

Dr. Mark Brainard, Co-Chair

Mr. Rod Ward, Co-Chair

Honorable Bernice Whaley, DEDO Director

Ms. Doneene Damon (via teleconference)

Mr. Mark Kleinschmidt

Mr. Nick Lambrow

Mr. Jim Maravelias

Mr. Terry Murphy

Ms. Mona Parikh (via teleconference)

Honorable Bryon Short

Honorable Brian Pettyjohn (via teleconference)

Honorable Jack Walsh

Mr. Albert Shields

Ms. Richelle Vible

Honorable Lyndon Yearick

ALSO PRESENT:

Mr. Alex Cooke, TIP Strategies

Mr. Jeff Marcell, TIP Strategies

Mr. Bob Perkins, Delaware Business Roundtable

Mr. Rich Heffron, Delaware State Chamber of Commerce

Mr. John Riley

Mr. Bob Coy

Mr. Jim Waddington, KEP

Mr. Paul Morrill, Committee of 100

Mr. Larry Windley, Office of U.S. Senator Tom Carper

Mr. Mike Bowman, Delaware Technology Park

Mr. Andy Lubin, Delaware Financial Group

Mr. Cerron Cade, Delaware Economic Development Office

Ms. Andrea Tinianow, Global Delaware

Mr. Will Minster, Downtown Visions

Ms. Linda Parkowski, Delaware Tourism Office

Mr. Bob Byrd, The Byrd Group

Ms. Emma Pautler, Global Delaware

Ms. Justina Sapina, Delaware Tech

Mr. Larry Lewis, Delaware Department of Justice

LOCATION: Fraunhofer Center for Molecular Biotechnology, 9 Innovation Way, Suite 200, Newark, DE 19711

TIME: 9:00 a.m.

CALL TO ORDER:

The meeting was called to order at 9:06 a.m. by Rod Ward on Friday, March 31, 2017.

MINUTES:

The minutes of the March 6, 2017 meeting were approved.

Motion: Jim Maravelias

Seconded: Terry Murphy

The working group voted unanimously for approval

Alex Cooke and Jeff Marcell facilitated a discussion of the Working Group meeting. The agenda included a review and discussion of the draft report prepared by TIP Strategies outlining a public-private partnership approach to economic development in the State of Delaware.

3/31/17 Working Group Points of Discussion

- Group Discussion – Guiding Principles

The Working Group discussed the Guiding Principles outlined in the report. These include Transparency, Co-investment, Measures-Driven, Strategic. Ms. Damon suggested adding Co-Governance, which was endorsed by the group.

Group Discussion-- Structure

The Working Group discussed creating a non-profit public-private entity to provide a range of economic development services in Delaware. The consensus of the Working Group was that the entity should be created as a 501(c)(3) organization. The organization is being temporarily called the Delaware Prosperity Partnership.

Group Discussion –Functions

The new organization would assume some of the existing functions DEDO administers, and other responsibilities that are currently not being addressed. These include: Statewide business marketing and attraction, Entrepreneurship and Innovation, Talent Development, and Market Intelligence. DEDO would remain responsible for statewide Business Retention and Expansion, managing the State Strategic Fund and other incentive programs, Tourism, and Downtown Delaware coordination. The Council on Development Finance would continue to evaluate proposed Strategic Fund economic development projects and make recommendations to DEDO.

Group Discussion –Funding

The group discussed a funding structure that would include public and private investment. Anticipated annual state funding would be \$1.5 million. Anticipated private funding would be \$1 million. A dedicated funding stream from state resources should be considered.

Group Discussion --Governance

The Group's preference is for the organization to be led by a 15-member Board of Directors with appointments allocated between the Governor, legislature, and private sector. This Board would create a Chief Executive Officer position to run day-to-day operations of the organization. The Group noted the need to include minority participation in the Board, as well as the creation of two Advisory Bodies: a Futures Council and a Talent Council.

With the feedback from the Working Group, TIP Strategies will prepare an updated draft report for discussion at the upcoming April 4 meeting.

PUBLIC COMMENT

- 1) Andrea Tinianow – Global Delaware. Andrea Tinianow provided an overview of the Global Delaware office within the Department of State, including its current role in economic development in the State.
- 2) Mike Bowman – Delaware Technology Park. Mr. Bowman discussed the history and growth of the Delaware Technology Park, as well as his thoughts on the importance of taking a new approach to economic development.
- 3) Linda Parkowski – Delaware Tourism Office. Observed that Delaware has one of the top state marketing programs in the nation right now, and would like marketing to be reflected in the proposed responsibilities of the Delaware Prosperity Partnership.

- 4) Cerron Cade – Delaware Economic Development Office. Mr. Cade noted that DEDO's work with the State Strategic Fund is broader than the responsibilities of the Delaware Prosperity Partnership. He asked for clarification that the DPP would only be involved in the Strategic Fund application process on projects for which it is responsible.

NEXT MEETING

Tuesday, April 4, 2017 at Delaware Technical Community College, Terry Campus, Corporate Training Center, Room 400 B, 100 Campus Drive, Dover, DE 19904 from 9:00 to 11:00 a.m.

ADJOURNMENT

The meeting was adjourned at 12:01 pm.